

**SECURI** 



08032068

ION

# ANNUAL AUDITED REPORT FORM X-17A-5 PART III

OMB APPROVAL

OMB Number: 3235-0123

Expires: February 28, 2010
Estimated average burden

hours per response..... 12.00

SEC FILE NUMBER

41

8-34240

#### **FACING PAGE**

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING_	05/01/07	AND ENDING	04/30/08
	MM/DD/YY		MM/DD/YY
A. REC	ISTRANT IDENTIFI	CATION	
NAME OF BROKER-DEALER: R.W. Smith	& Associates, Inc.		OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF EUS	TYPAACISI STAVO	x No.)	FIRM I.D. NO.
10940 NE 33RD PLACE	1344 Wast 4075 Sauth Riverdale, Utah 84405		
Bellevue	(1991Z brazio OF), 2012 STATE OF UTAH		98004
(City)	(State)		(Zip Code)
NAME AND TELEPHONE NUMBER OF PE Karl Pierce	RSON TO CONTACT IN	REGARD TO THIS R	(801) 733-9909 (Area Code – Telephone Number
B. ACC	DUNTANT IDENTIF	ICATION	
INDEPENDENT PUBLIC ACCOUNTANT w Spicer Jeffries LLP	hose opinion is contained  (Name – if individual, state last,		
	(Name – ij inaiviauai, siaie iasi,	jirsi, miaate namej	
	Greenwood Village	CO	80111
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:			
☑ Certified Public Accountant		4 - F	PROCESSED
☐ Public Accountant		47	ROCESSED
☐ Accountant not resident in Unit	ed States or any of its poss	essions.	AUG 11 2008
	FOR OFFICIAL USE O	NLY TH	OMSON REUTERS

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

SEC 1410 (06-02)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

# OATH OR AFFIRMATION

I,K	Karl Pierce	, swear (or affirm) that, to the best of
my kno	nowledge and belief the accompanying financial statemen	and supporting schedules pertaining to the firm of
R.	R.W. Smith & Associates, Inc.	, as
of	April 30 , 20 <u>08</u>	, are true and correct. I further swear (or affirm) that
neither	er the company nor any partner, proprietor, principal offic	er or director has any proprietary interest in any account
classifi	ified solely as that of a customer, except as follows:	
		1
		Karl luco
		Signature
		Chief Financial Officer
This re	MOS MOWNE Notary Public	NOTARY PUBLIC Table BREE MOWRY  1344 West 4675 South Riverdate, Utah 84405 My Commission Expires April 25, 2012  STATE OF UTAH
	n) Facing Page.	
	) Statement of Financial Condition. c) Statement of Income (Loss).	
<b>X</b> (d)	Statement of Changes in Financial Condition.	
	<ul> <li>Statement of Changes in Stockholders' Equity of Partners' of Statement of Changes in Liabilities Subordinated to Claims</li> </ul>	
<b>(g)</b> (h)	() Computation of Net Capital (including reconciliation of X- c) Computation for Determination of Reserve Requirements F	17A-5 Part II filing with this Rule 17a-5(d) report, if applicable). Pursuant to Rule 15c3-3.
	Information Relating to the Possession or Control Requirer	nents Under Rule 15c3-3.
□(j)	<ul> <li>A Reconciliation, including appropriate explanation of the Computation for Determination of the Reserve Requirement</li> </ul>	
□(k)	c) A Reconciliation between the audited and unaudited Staten	
<b>[X]</b> (1)	consolidation.  An Oath or Affirmation.	
(m)	n) A copy of the SIPC Supplemental Report.	
	A report describing any material inadequacies found to exist     Independent Auditors' Report on Internal Accounting Cont	et or found to have existed since the date of the previous audit.

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

R. W. SMITH & ASSOCIATES, INC.

REPORT PURSUANT TO RULE 17a-5(d)

YEAR ENDED APRIL 30, 2008

# **CONTENTS**

	Page
Independent Auditors' Report	3
Statement of Financial Condition	4
Statement of Operations	5
Statement of Changes in Shareholder's Equity	6
Statement of Cash Flows	7
Notes to Financial Statements	8 – 11
Supplementary Schedule:	
Computation of Net Capital Pursuant to Uniform Net Capital Rule 15c3-1	. 12
Independent Auditors' Report on Internal Accounting Control Required by SEC Rule 17a-5	13 14



ERTIFIED PUBLIC ACCOUNTANTS

5251 SOUTH QUEBEC STREET • SUITE 200

GREENWOOD VILLAGE, COLORADO 80111 TELEPHONE: (303) 753-1959

FAX: (303) 753-0338

www.spicerjeffries.com

#### INDEPENDENT AUDITORS' REPORT

The Board of Directors of R. W. Smith & Associates, Inc.

We have audited the accompanying statement of financial condition of R. W. Smith & Associates, Inc. as of April 30, 2008, and the related statements of operations, changes in shareholder's equity and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of R. W. Smith & Associates, Inc. as of April 30, 2008, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was made for the purpose of forming an opinion on the financial statements taken as a whole. The information contained in the supplemental schedule listed in the accompanying index is presented for purposes of additional analysis and is not required for a fair presentation of the financial statements, but is supplementary information required by Rule 17a-5 of the Securities and Exchange Commission. Such information has been subjected to the auditing procedures applied in our audit of the financial statements and, in our opinion, is fairly stated in all material respects in relation to the financial statements taken as a whole.

Spicer Jeffries Ul

Greenwood Village, Colorado June 3, 2008



# STATEMENT OF FINANCIAL CONDITION APRIL 30, 2008

# <u>ASSETS</u>

Cash and cash equivalents (Note 1)	\$	483,599
Receivables:		
Commission receivable		172,217
Other		2,240
Deposit with clearing broker		51,538
Furniture, equipment and leasehold improvements, at cost,		
net of accumulated depreication of \$315,868 (Note 2)		52,487
Prepaid assets and deposits		101,137
	<u>\$</u>	863,218
LIABILITIES AND SHAREHOLDER'S EQUITY		
LIABILITIES:		
Due to clearing broker	\$	29,028
Accounts payable and accrued expenses	•	288,680
71000ana payante ana attract enpenses		<del></del>
TOTAL LIABILITIES		317,708
COMMITMENTS AND CONTINGENCIES (Notes 4 and 7)		
SHAREHOLDER'S EQUITY (Note 5):		
Common stock, series A, \$0.25 par value, voting,		
200,000 shares authorized; 58,419 shares issued and outstanding		14,605
Common stock, series B, no par value, nonvoting		
1,500,000 shares authorized; 525,771 shares issued and outstanding		-
Additional paid-in capital		2,669,032
Deficit		(2,138,127)
TOTAL SHAREHOLDER'S EQUITY	<del></del>	545,510
	<u>\$</u>	863,218

# STATEMENT OF OPERATIONS YEAR ENDED APRIL 30, 2008

## **REVENUE:**

Commissions	\$ 7,687,801
Interest and dividends	87,239
Other income	8,158
Total revenue	7,783,198
EXPENSES:	
Commissions	3,559,806
Salaries, wages and related costs	2,274,274
Clearing charges	1,300,624
Communications and data processing	927,764
General and administrative	1,070,815
Occupancy and equipment costs	293,850
Depreciation and amortization	53,501
Total expenses	9,480,634
NET LOSS	\$ (1,697,436

# STATEMENT OF CHANGES IN SHAREHOLDER'S EQUITY YEAR ENDED APRIL 30, 2008

	Con	ies A imon .25 Par)	Соп	ies B nmon No Par)	Additional Paid-In	
	Shares	Amount	Shares	Amount	Capital	<u>Deficit</u>
BALANCES, April 30, 2007	58,419	\$ 14,605	525,771	\$ -	\$ 1,364,032	\$ (440,691)
Capital contribution	-	-	-	-	1,305,000	-
Net loss						(1,697,436)
BALANCES, April 30, 2008	58,419	\$ 14,605	525,771	<b>\$</b> -	\$ 2,669,032	\$ (2,138,127)

# STATEMENT OF CASH FLOWS YEAR ENDED APRIL 30, 2008

CASH FLOWS FROM OPERATING ACTIVITIES:		
Net loss	\$	(1,697,436)
Adjustments to reconcile net loss to net cash used in		
operating activities:		
Depreciation		53,501
Increase in commissions receivable		(19,054)
Increase in deposit with clearing broker		(1,018)
Decrease in other receivables		3,166
Decrease in securities owned		3,609
Decrease in prepaid assets and deposits		52,590
Increase in due to broker		55
Decrease in accounts payable and accrued expenses		(37,522)
Net cash used in operating activities		(1,642,109)
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchase of furniture and equipment		(36,850)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Capital contributions		1,305,000
NET DECREASE IN CASH AND CASH EQUIVALENTS		(373,959)
CASH AND CASH EQUIVALENTS, at beginning of year		857,558
CASH AND CASH EQUIVALENTS, at end of year	<u>\$</u>	483,599

#### NOTES TO FINANCIAL STATEMENTS

#### NOTE 1 - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Organization and business

R. W. Smith & Associates, Inc. (the "Company") is registered as a "municipal securities brokers' broker" as defined in subsection (ii) of Rule 15c3-1(a)(8) under the Securities Exchange Act of 1934. The Company was incorporated in May 1985 under the laws of the state of Washington. In December 2005, ADC Investments, LLC purchased all outstanding shares of the Company. The Company has eight branch offices and transacts business with broker-dealers and dealer-banks throughout the United States.

#### Securities transactions

State and municipal bond transactions are recorded on a trade-date basis. Commission revenue and related expenses are recorded on a trade-date basis. Dividend income is recorded ex-dividend date and interest income and expense are recorded on the accrual basis.

#### Agreement with clearing broker

The Company under Rule 15c3-3(k)(1) is exempt from the reserve and possession or control requirements of Rule 15c3-3 of the Securities and Exchange Commission. The Company does not carry or clear customer accounts. The Company clears certain of its proprietary and interdealer counterparty transactions through a clearing firm on a fully disclosed basis.

#### Furniture, equipment and leasehold improvements

Office furniture, equipment and leasehold improvements are carried at cost and depreciated over five to seven years using the straight-line method. Maintenance and repairs are expensed when incurred.

#### Cash and cash equivalents

For purposes of cash flows, the Company considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.

Included in cash on the balance sheet is a certificate of deposit that has been pledged as collateral for a lease in the amount of \$51,309.

#### NOTES TO FINANCIAL STATEMENTS

(Continued)

# NOTE 1 - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (concluded)

#### Income taxes

The Company accounts for income taxes in accordance with Statement of Financial Accounting Standards No. 109, "Accounting for Income Taxes." Under the asset and liability method of Statement 109, deferred tax assets and liabilities are recognized for the estimated future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax basis. Deferred tax assets and liabilities are measured using enacted tax rates in effect for the year in which those temporary differences are expected to be recovered or settled.

#### Use of estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

# NOTE 2 - FURNITURE, EQUIPMENT AND LEASEHOLD IMPROVEMENTS

Furniture, equipment and leasehold improvements at April 30, 2008 consist of the following:

Data processing equipment	\$ 258,645
Office equipment	14,499
Office furniture	38,397
Telephone equipment	16,070
Leasehold improvements	 40,744
	368,355
Less: accumulated depreciation and amortization	 315,868
	\$ 52,487

#### NOTES TO FINANCIAL STATEMENTS

(Continued)

#### NOTE 3 - INCOME TAXES

The Company has approximately \$2,259,000 of net operating losses expiring through 2026, which may be used to offset future taxable income. Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes.

The Company has approximately \$767,000 in deferred tax benefit relating to these net operating loss carry forwards, but realization of this benefit is uncertain at the present time and accordingly a valuation allowance in the same amount has been recorded.

Significant components of the Company's deferred tax liabilities and assets as of April 30, 2008 are as follows:

	2008
Deferred tax liabilities	<u>\$</u>
Deferred tax asset:	
Net operating loss	767,000
Valuation allowance for deferred tax asset	(767,000)
	<u>\$</u>

The valuation allowance for the deferred tax asset was increased by \$541,000 during the year ended April 30, 2008.

#### NOTE 4 - LEASE OBLIGATIONS

The Company leases office space under non-cancelable operating leases expiring through 2012. At April 30, 2008, aggregate minimum future rental commitments under these leases with initial or remaining terms in excess of one year are as follows:

Year ending			
April 30,	Amount		
2009	\$	312,285	
2010		152,663	
2011		84,603	
2012		18,114	
	<u>\$</u>	567,665	

Total rental expense of \$271,540, including the non-cancelable leases referred to above, was charged to operations during the year ended April 30, 2008.

# **NOTES TO FINANCIAL STATEMENTS**

(Continued)

### NOTE 5 - NET CAPITAL REQUIREMENTS

Pursuant to the net capital provisions of Rule 15c3-1 of the Securities Exchange Act of 1934, the Company is required to maintain a minimum net capital, as defined under such provisions. At April 30, 2008, the Company had net capital and net capital requirements of \$330,655 and \$150,000, respectively. The Company's net capital ratio (aggregate indebtedness to net capital) was 0.96 to 1. According to Rule 15c3-1, the Company's net capital ratio shall not exceed 15 to 1.

#### NOTE 6 - 401(K) PLAN

The Company maintains a voluntary defined contribution retirement plan, qualified under Section 401(k) of the Internal Revenue Code, that is available to all eligible employees. The Company does not currently match employees' contributions to the plan, but does pay all administrative fees for the plan, The administrative fees were waived for the year ended April 30, 2008.

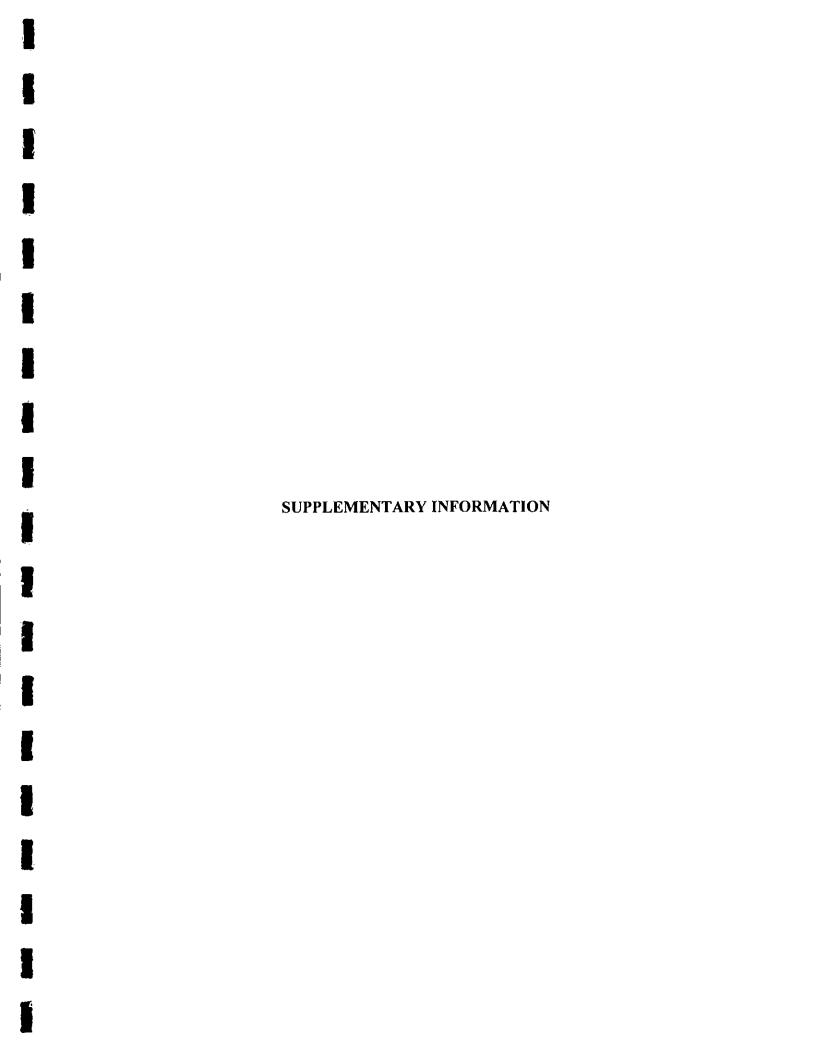
# NOTE 7 - FINANCIAL INSTRUMENTS WITH OFF-BALANCE SHEET RISK, CONTINGENCIES AND UNCERTAINTIES

In the normal course of business, the Company's is involved in activities related to securities transactions with commercial banks and other brokers and dealers. These activities may expose the Company to off-balance sheet risk. In the event the counterparty fails to satisfy its obligations, the Company may be required to purchase or sell financial instruments at prevailing market prices in order to fulfill the counterparty's obligations.

The Company's financial instruments, including cash, receivables, prepaid assets, deposits, payables and other liabilities are carried at amounts that approximate fair value due to the short-term nature of those instruments.

The Company has deposits in banks in excess of the FDIC insured amount of \$100,000. At April 30, 2008, the Company had \$89,406 in excess of this requirement which is subject to loss should the bank cease operations.

The Company has a deposit and receivables from its clearing broker as shown on the accompanying statement of financial condition. These amounts are subject to loss should the broker dealers or clearing organization cease business.



# COMPUTATION OF NET CAPITAL PURSUANT TO UNIFORM NET CAPITAL RULE 15c3-1 APRIL 30, 2008

CREDIT:		
Shareholder's equity	<u>\$</u>	545,510
DEDITS.		
DEBITS: Nonallowable assets:		
Other receivables		2,240
		52,487
Furniture, equipment and leasehold improvements, net		101,137
Prepaid assets and deposits		•
Pledged certificate of deposit	-	51,309
Total debits		207,173
Net capital before haircuts on securities positions		338,337
Haircuts on money market accounts		7,682
NET CAPITAL		330,655
Minimum requirements of 6-2/3% of aggregate indebtedness of		
\$317,708 or \$150,000, whichever is greater		150,000
Excess net capital	<u>\$</u>	180,655
AGGREGATE INDEBTEDNESS:		
Due to clearing broker	\$	29,028
Accounts payable and accrued expenses	<del>1-1-27-2</del>	288,680
TOTAL AGGREGATE INDEBTEDNESS	\$	317,708
RATIO OF AGGREGATE INDEBTEDNESS TO NET CAPITAL		0.96 to 1

Note: There are no material differences between the above computation of net capital and the corresponding computation as submitted by the Company with the unaudited Form X-17A-5 as of April 30, 2008.



5251 SOUTH QUEBEC STREET • SUITE 200
GREENWOOD VILLAGE, COLORADO 80111

TELEPHONE: (303) 753-1959

FAX: (303) 753-0338

www.spicerjeffries.com

# INDEPENDENT AUDITORS' REPORT ON INTERNAL ACCOUNTING CONTROL REQUIRED BY SEC RULE 17a-5

The Board of Directors of R.W. Smith and Associates, Inc.

In planning and performing our audit of the financial statements and supplementary information of R.W. Smith and Associates, Inc. for the year ended April 30, 2008, we considered its internal control structure, including procedures for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on the internal control structure.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission ("SEC"), we have made a study of the practices and procedures (including tests of compliance with such practices and procedures) followed by R.W. Smith and Associates, Inc. that we considered relevant to the objectives stated in Rule 17a-5(g), (i) in making the periodic computations of aggregate indebtedness and net capital under Rule 17a-3(a)(11) and the procedures for determining compliance with the exemptive provisions of Rule 15c3-3; and (ii) for safeguarding the occasional receipt of securities and cash until promptly transmitted to the Company's clearing brokers. We did not review the practices and procedures followed by the Company in making the quarterly securities examinations, counts, verifications and comparisons, and the recordation of differences required by Rule 17a-13 or complying with the requirements for prompt payment for securities under section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System, because the Company does not carry security accounts for customers or perform custodial functions relating to customer securities.

The management of the Company is responsible for establishing and maintaining an internal control structure and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of internal control structure policies and procedures and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of an internal control structure and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with accounting principles generally accepted in the United States of America. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.



Because of inherent limitations in any internal control structure or the practices and procedures referred to above, errors or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate. This report recognizes that it is not practicable in an organization the size of R.W. Smith and Associates, Inc. to achieve all the divisions of duties and cross-checks generally included in a system of internal accounting control and that alternatively greater reliance must be placed on surveillance by management.

Our consideration of the internal control structure would not necessarily disclose all matters in the internal control structure that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control structure elements does not reduce to a relatively low level the risk that errors or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving the internal control structure, including procedures for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at April 30, 2008, to meet the SEC's objectives.

In addition, our review indicated that R.W. Smith and Associates, Inc. was in compliance with the conditions of exemption from Rule 15c3-3 pursuant to paragraph (k)(1) as of April 30, 2008, and no facts came to our attention to indicate that such conditions had not been complied with during the year.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, Financial Industry Regulatory Authority, Inc. and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Greenwood Village, Colorado June 3, 2008

 $\mathbb{END}$ 

Spice Jeffies 48